



# AIPACS OAC

## OVERSEAS AID CONSULTANCY GROUP

PROFESSIONAL PROCUREMENT, LOGISTICS, MANAGEMENT  
AND CONSULTANCY SERVICES FOR

International Humanitarian Aid Agencies

Government Organizations

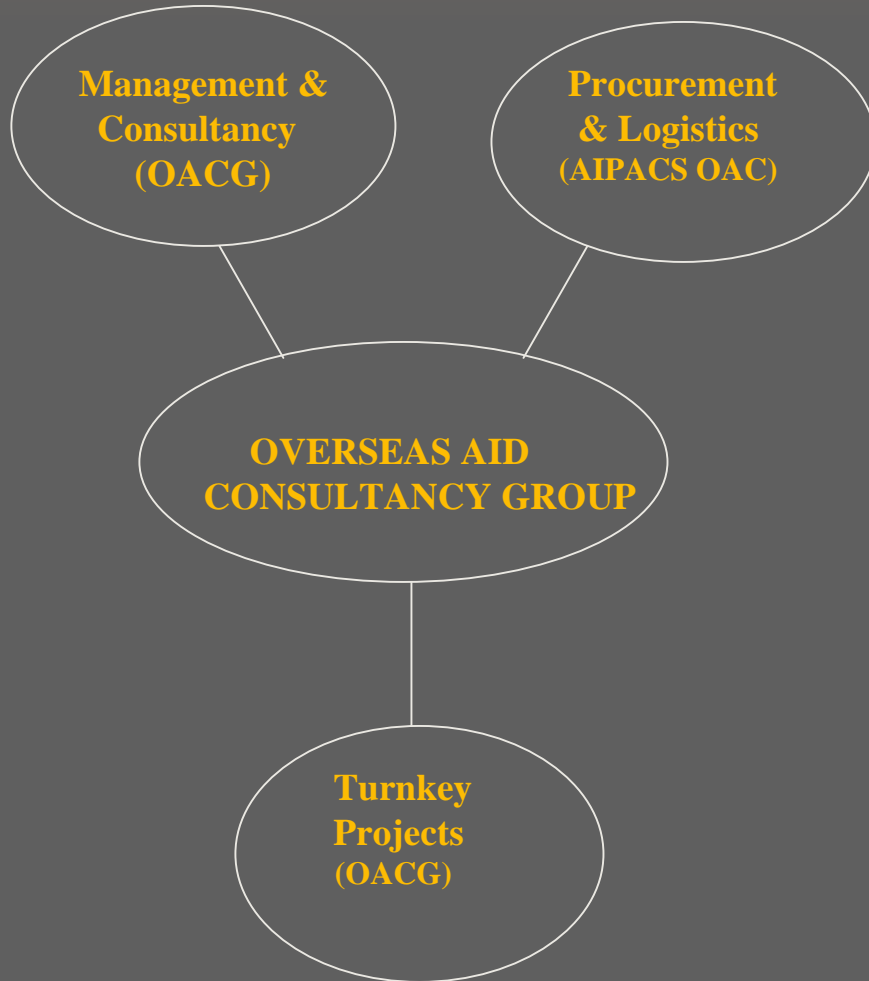
Multi-National & National Corporations

Product Manufacturers Worldwide

## O A C GROUP - MANAGEMENT & CONSULTANCY

- \* PROJECT DESIGN & IMPLEMENTATION
- \* STRATEGIC & FINANCIAL PLANNING
- \* PUBLIC RELATIONS & CUSTOMER SERVICES
- \* PROJECT MANAGEMENT & ADMINISTRATION
- \* SALES & MARKETING
- \* EFFICIENCY & PROFITABILITY ANALYSIS
- \* PROCUREMENT & LOGISTICS
- \* PERSONNEL RECRUITMENT & TRAINING TO ISO 9000

## WHO ARE WE



### **OVERSEAS AID CONSULTANCY GROUP**

A highly experienced association of companies and individual specialists dedicated to providing professional Management and Consultancy services and International Procurement & Logistics support to the International Aid Community, Government Organizations and International Corporations involved in reconstruction and rehabilitation projects in disaster areas.

Pooling our many years of priceless experience and expertise during which we have individually worked at the `sharp end` of projects in the field and `in office` with administration and procurement for organizations such as Band Aid, USA For Africa, UNICEF, UNHCR, Catholic Relief Services, Government and Commercial organizations in: Thailand, Sudan (incl Darfur), Ethiopia, Chad, Mozambique, Angola, Afghanistan, Iraq/Kurdistan, Sierra Leone, Somalia, Croatia, Bosnia, Macedonia, Kosovo, Turkey, India (incl Andaman & Nicobar Islands), Honduras, Kazakhstan, Sri Lanka, Indonesia, to name just a few.

# PROCUREMENT & LOGISTICS

**EMERGENCY RELIEF SUPPLIES:** Tents & Marquees, Blankets, Kitchen Sets, Cookers & Heaters, Bulk Food Supplies, Family Food Parcels, Baby Food, Milk Powder, Family Hygiene Parcels, Mosquito Nets, (LLIN'S) Clothing & Footwear, Educational Equipment, Lighting & Power Supplies, Medical Equipment & Consumables, Airfield Equipment, Water Storage & Purification, Agricultural Equipment & Seeds, Vehicles & Spare Parts, Communications Equipment. Aircraft & Boats

**PROJECT EQUIPMENT & CAMPS:** Portable Buildings, Warehouses, Workshops, Tools, Heavy Plant & Equipment, Building Materials, Food Storage, Field Kitchens, Field Laundries, Industrial Scale Catering, Field Hospitals & Clinics.

**LOGISTICS:** Warehousing, Packing, Quality Control & Inspection Services. Shipping by Land, Sea & Air. Full Charters. Aviation Services. Insurance.



# AVIATION SERVICES FOR AFRICA

**RELIEF FREIGHT SOLUTIONS FOR AFRICA:** Through our association with Astral Aviation Ltd., Nairobi, Kenya, AIPACS OAC are able to offer effective and reliable air freight solutions for relief cargoes within Eastern, Central, Southern Africa, Horn of Africa and Indian Ocean Islands.

The ASTRAL – AIPACS OAC Partnership operates a fleet of Antonov AN-12, AN-72, Cessna Caravan 208, Ilyushin IL-76, and DC8-62F aircraft.



- Air freight of emergency relief cargo in Africa
- Consolidation of relief cargo in Nairobi for distribution to end destinations throughout Africa and beyond.
- Arranging emergency charters from anywhere in the world with partner airlines
- \* Charter brokers for specialized aircraft and helicopters
- \* Import / Export documentation & Customs
- \* Pre-shipment and Post-shipment
- \* Inspections and Manifests
- Contact us for Charter Rates

Tel no: +44 1903 266697

E-mail: [aipacs@ntlworld.com](mailto:aipacs@ntlworld.com)

Operations have included: Darfur, humanitarian crisis, Sudan famine, Mozambique floods, Ethiopia drought, Congo, Eritrea crisis, Goma volcano eruption, and Somalia famine, amongst many others.



# TURN KEY PROJECTS

CONSTRUCTION PROJECTS

AIRFIELDS

REFUGEE CAMPS

SURVEY & EXPLORATION PROJECTS & CAMPS

**CONSULTANCY:** All aspects including operational needs

**DESIGN & PLANNING**

**CONTRACT SUPPLY & LOGISTICS**

**EQUIPMENT SUPPLY**

**INSTALLATION:** Full installation & supervision as required

**STAFF TRAINING:** In the use & maintenance of equipment

**PERSONNEL:** Full recruitment service from project managers and technical staff through to life support personnel for camp facilities.

**SERVICE:** Full after sales Warranty

**SPARES & CONSUMABLES**

**MANAGEMENT & LIFE SUPPORT:** Daily management and full life support, consumables and services on an ongoing basis.



**REFUGEE CAMP – FOR KOSOVO REFUGEES**



**PROJECT - ANGOLA**



# PROCUREMENT & LOGISTICS ACTIVITIES IN 2004 - 2005

## DARFUR – SUDAN & CHAD

AIPACS OAC is providing Procurement & Logistics support to various NGO's and Red Cross Organizations operating in the Darfur region of Sudan and Chad. Co-ordinated through AIPACS OAC regional office in Nairobi, Kenya and in conjunction with our partners at Astral Aviation, AIPACS has supplied: Tents, Plastic Sheeting, Mosquito Nets, Kerosene Cooking Stoves, Water Carriers, Generating Sets, Food & Hygiene goods to projects in Nyala, El Fasher and Abeche.



Generating Sets being loaded in South Africa for Abeche, Chad



Blankets destined for El Fasher, Darfur

**LOCAL PURCHASING:** 80% of the goods we are currently supplying to these projects are being purchased locally in Kenya, Tanzania, Sudan and South Africa



AIPACS ASTRAL AVIATION AN-12 Loading at Jomo Kenyatta airport, Nairobi, Kenya, with emergency relief supplies for Darfur.



Mosquito Nets being loaded in Kenya for Nyala, Darfur.



Collapsible Water Carriers destined for Nyala, Darfur

# TSUNAMI EMERGENCY RESPONSE 2004 - 2005

“THE BIGGEST AIRLIFT THE WORLD HAS EVER SEEN”

At 14.20 hours on December 26<sup>th</sup> 2004 the first call came through to AIPACS OAC to mobilize the first emergency airlift for Colombo, Sri Lanka. AIPACS OAC personnel worked 18 hour days for weeks on end moving thousand of tons of emergency goods to Sri Lanka, Indonesia and the Andeman & Nicobar Islands in the Indian Ocean. Plastic Sheeting, Tents, Kitchen Sets, Family Hygiene Kits, Water Carriers and Purification Equipment, Emergency Medical Supplies were airlifted from our facilities in Europe, Dubai, India & Pakistan to the affected areas on a daily basis.



Blankets & Sleeping Mats at our warehouse in Dubai ready for airlift to Bandah Aceh, Sumatra.

## AIPACS OAC HELPED TO MAKE A DIFFERENCE

AIPACS OAC sent logistics personnel into some of the affected areas to assess the emergency requirements.



Family Kitchen Sets just loaded onto trucks from our warehouse in Delhi, India, en-route to the airport for airlift to Colombo



Even the distribution of sweets to local children in Sri Lanka was a major event!



With the livelihoods of so many people ruined AIPACS OAC today continues to supply goods and services to help re-build the lives of the coastal communities in Sri Lanka and Indonesia



Kitchen Sets being distributed to families in the Andoman & Nicobar Islands



## O A C G - KEY PERSONNEL

### **BARRY BURNS**

Barry Burns has more than 25 years experience in Sales, Procurement & Logistics and Customer Services within the International Aid Community. He has worked collectively for Steyning International Ltd., Tri-Med Ltd and Chancel International FZE as Sales & Marketing Manager. His responsibilities to generate high levels of sales of goods and services and maintain a high level of customer care have taken him to the front line of many disasters and conflicts over the years including the first Gulf war Iraq/Kurdistan, Croatia, Bosnia Hercegovina, Serbia, Romania, Macedonia, Kosovo and more recently Afghanistan and Iraq. A seasoned and versatile professional, Burns has worked both in Europe and the USA alongside agencies such as Band Aid, USA For Africa, World Vision, American Red Cross, Catholic Relief Services, Save the Children Fund, Care Australia and Church World Services to name just a few.

Latterly, Burns set up a U.K. office for a Dubai based company in 2001. His primary task was to promote `in house` manufacturing facilities and procurement operations in the Middle East to the International Aid community. This promotion was linked to the companies warehousing and stock holding facilities in the Jebel Ali `Free Zone`, designed to create a logistical `hub` for International Aid Organizations working in Africa and the Middle East. Barry Burns maintains regular contacts with the `Chiefs` and Regional Directors of UNHCR, UNICEF, IFRC, ICRC, National Red Cross & Red Crescent Organizations and numerous Non-Governmental Organizations throughout Europe, USA, Africa and the Middle East.



## O A C G - KEY PERSONNEL

### IAN HACKETT

Another seasoned and extremely versatile professional, Ian Hackett has spent 28 years working with International Humanitarian Agencies, Government Organizations and International Companies around the world. Hackett worked at Steyning International from 1983 to 1987, one of the worlds first specialist procurement companies working with aid organizations. He was later a founding member of Tri-Med Ltd. Hackett has run Arun International (AIPACS U.K.), as Managing Director since 1990 and throughout his career has been directly involved in the supply of thousands of tons of emergency disaster / refugee relief goods reconstruction and rehabilitation projects to Thailand (UNHCR) Ethiopia, Sudan, Mozambique, Angola, Somalia (UNICEF), Turkey, India (IFRC) Afghanistan, Iraq/Kurdistan, Croatia, Bosnia Hercegovina, Kosovo and Sierra Leone.

Ian Hackett has amassed considerable first hand experience in the conceptual planning and implementation of programmes, large scale purchasing operations, shipping & logistics, contract negotiation, budgeting and distribution of funds for programmes and project rescue operations. A key feature of his work has been to ensure that goods and services have been purchased as cheaply as possible without compromising quality and ensuring that projects have been operated as efficiently and as cost effectively as possible. Hackett has built AIPACS U.K. into one of the most reputable procurement and consultancy companies currently operating in the International Aid arena.



## O A C G - KEY PERSONNEL

### CHRISTOPHER SHILLINGLAW

Christopher Shillinglaw is a highly experienced operations executive highly trained in the systems and handling of civil engineering equipment and foodstuffs with specific emphasis on hostile climates. Shillinglaw spent 12 years developing a U.K. company from a single product specialist into a multi-product diversified company with Middle East joint venture partners and European Agencies. He has also held management positions in Ireland and in Nigeria. Since 1996 he has run Shillinglaw & Shillinglaw Ltd as Managing Director and has developed the company into one of the leading specialist consultancy & supply companies in the world. He has travelled extensively, providing management services and training for numerous projects including life support for 45,000 staff in desert conditions in Saudi Arabia, running a sugar plantation in the Sudan and setting up management systems for an Intravenous Solution Plant in Armenia.

Shillinglaw has considerable experience in procurement and supply to both International Aid Organizations for emergency relief projects and Multi-national Corporations involved in survey and exploration projects around the world. He has also conducted interviews with the BBC and CNN on Emergency Aid Supplies and survival in disaster / war zones and written papers for Strategic Logistics Management Publications.

Chris Shillinglaw is a Qualified Management Instructor / Trainer and a Quality Assurance Management Consultant for ISO 9000 with successful achievement for a large number of companies to ISO 9000 QA and JAR 145.

# OUR EXPERIENCE – A SNAPSHOT

**Tsunami – The biggest emergency airlift the world has ever seen. AIPACS OAC chartered aircraft to move thousand of tons of emergency goods from our warehouses in Europe, Dubai, India and Pakistan to Sri Lanka, Indonesia and the Andaman & Nicobar Islands for numerous Red Cross organizations and NGO`s. We also supplied specialist logisticians to the affected areas to assess emergency requirements. 2004/2005**

**Darfur – Sudan & Chad. AIPACS OAC continues to support various NGO`s and Red Cross Organizations operating in the Darfur region of Sudan and Chad. Co-ordinated through AIPACS OAC regional office in Nairobi, Kenya we are regularly supplying Tents, Plastic Sheeting, Mosquito Nets, Kerosene Cooking Stoves, Generating Sets, Food & Hygiene goods amongst may other items. 2004/2005**

**Supplied 1,000 tons of wheat, wheat flour and other foodstuffs by rail and truck overland into Northern Afghanistan for NGO`s from Kazakhstan & Tajikistan. 2003**

**Set up, operated and supplied full life support services for McAlpines / Kenana camps at Kisti, Sudan for 400 personnel.**

**Materials management for KKMC City construction with USD 50 million budget**

**Supply management for Saudi Arabian JVC providing life support for 45,000 personnel in desert conditions.**

**Manufacturing `in house` and delivering 10,000 family tents to India overland from Pakistan for the IFRC through British Red Cross for emergency relief of earthquake victims in 2001. (The first commercial traffic across this border for 30 years)**

**Manufacturing `in house` and delivering within 21 days 6,500 fully winterized family tents under contract to the Turkish Government for emergency relief of earthquake victims 1999/2000**

**Set up the Stankovitch Refugee Camp in Macedonia to house 20,000 refugees from Kosovo. Then provided both equipment and daily support through local and international suppliers.**

**Supplied 10,000 Tents, 25,000 Food & Hygiene Parcels, 100 tons of Clothing & Footwear, 150,000 blankets, 30,000 Kitchen Sets into Macedonia & Albania for Kosovo refugees**

**Multi-product supplies for Operation Hope via the EU, airlifted into Sarajevo, Bosnia Hercegovina.**

**Designed and costed the Cakovec Refugee Camp in Croatia 1992.**

## CONTINUED .....

Appointed as consultants to the Government of Croatia (Office for Displaced Persons & Refugees) for planning and implementation of rehabilitation and reconstruction programmes in Croatia 1992

Seconded to the International Federation of Red Cross & Red Crescent Societies in Geneva during the first Gulf War to conduct Procurement and Logistics operations 1990/1991

Set up and successfully operated one of the largest volume air, sea and overland emergency supply projects ever attempted in to relieve Kurdish refugees after the first Gulf War. Over 100,000 tons of emergency supplies were procured and freighted both prior to the war into Jordan and after the war into Iran and Turkey from Egypt and Europe 1990/1991

Complete Procurement & Logistics programme for USA For Africa during the mid 1980`s for Sudan, Ethiopia, Chad, Sahara region of Africa. Project budgeting, funds management, procurement & logistics.

## AIPACS OAC - REGIONAL OFFICES

AIPACS OAC-GROUP has regional offices in Nairobi, Kenya, Johannesburg, South Africa, Dubai, UAE, Delhi, India and Lahore, Pakistan. Co-ordinated through our Head Office in the United Kingdom our regional offices are the vital ingredient that enables AIPACS OAC to provide a wholly comprehensive procurement, logistics and support services network to our customers around the world.



Neil & Tony



AIPACS SOUTH AFRICA



AIPACS KENYA



Rose



Brian

## WHY YOU NEED US

**EXPERTISE:** Our Key Personnel have years of experience in the areas that really matter and provide a thoroughly professional service to ensure the successful design, supply and implementation of your projects. Management & Administration, Marketing, Strategic & Financial Planning, Efficiency & Profitability Analysis, Public Relations & Customer Service, General Troubleshooting, Technical Training, Specialist Personnel Recruitment, Procurement & Logistics. Every aspect of your project is covered. O A C G services are backed up and supported by a huge reservoir of specialist individuals whom we can commission to undertake specific tasks for the Group as and when they are needed.

**QUALITY & SERVICE:** All our goods and services are provided to the highest quality standards with full guarantees and warranties where applicable.

**EVERYTHING YOU NEED IS HERE:** Whatever your requirements, whatever your tasks, no matter how simple or complicated your projects or your problems, OACG is available to help you through. When you `can`t see the wood for the trees`, when you need guidance or a second opinion or you just need someone to get the job done quietly, quickly, efficiently and cost effectively, OACG is just one call away.



**CONTACT US AT AIPACS OAC**

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